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Message Text

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PAGE 01 STATE 018947

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 RSC-01 /021 R

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COM/BIC/OED/MEPD/JSANDS, DIR.
COM/BIC/OED/MEPD/WHAIMES
COM/BIC/OIM/(INFO)
EUR/SE/BHIRSHORN
---------- 057421
R 2,2204Z JAN 75
FM SECSTATE WASHDC
TO AMEMBASSY ATHENS

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E.O. 11652 N/A
TAGS: BEXP, GR
SUBJECT: ASPROPYRGOS REFINERY

FOR: NORM BOUTON

1. THERE IS SOME INTELLIGENCE REPORTED HERE THAT A COMPETITIVE FINANCING PROPOSITION MAY BE UNDER CONSIDERATION BY ASPROPYRGOS WITH RESPECT TO THE REFINERY AND ETHYLENE PROJECT. IF TRUE THIS COULD WORK TO DISADVANTAGE OF U.S. COMPANIES AND U.S. SOURCING OF MATERIAL AND EQUIPMENT IF TIED TO A COMPETITIVE FOREIGN PROPOSAL FOR THE WORK. IF POSSIBLE, WE WOULD APPRECIATE AN UPDATE FROM THE LOCAL SCENE AT WHICH TIME THE EMBASSY COULD EXPLORE THIS QUESTION.

2. KELLOGG & LUMMUS REPORT NO APPARENT PROBLEMS IN THEIR RELATIONSHIP WITH THE CLIENT AND WHILE THEY HAVE NO SUBSTANTIVE INDICATION, THERE IS THE POSSIBILITY FRENCH INTERESTS MAY BE TRYING TO ENCROACH, PARTICULARLY IN THE ETHYLENE AREA. OUR INITIAL UNDERSTANDING WITH TAVOULARIS INDICATED A PREFERENCE ON HIS PART FOR U.S.
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SOURCING WHICH FORMED THE BASIS OF AN ACTION PLAN TO
INFLUENCE KELLOGG & LUMMUS TO SWING PROJECT LEADERSHIP TO

-

HOME OFFICES. ED HALLINAN, V.P. FOR KELLOGG AND RESIDEN
IN WASHINGTON, HAS BEEN DESIGNATED PROJECT COORDINATOR
FOR THE JOINT PROPOSAL. HE IS NOW CONCERNED THAT WITH
THE SPECTRE OF FOREIGN COMPETITION, NEWLY DIRECTED
INITIATIVES ON THE PART OF THE USG MAY BE NEEDED. WE
THEREFORE URGENTLY REQUEST EMBASSY ASSESSMENT OF THE
SITUATION AND ADVICE AS WHAT MEPD CAN DO TO SUPPORT
EMBASSY ACTIONS. IN THIS REGARD, IT HAS BEEN SUGGESTED
THAT A VISIT TO GREECE BY U.S. MANAGEMENT REPRESENTATIVES
OF LUMMUS AND KELLOGG MIGHT BE USEFUL TO EMBASSY IN
HIGHLIGHTING INTEREST AND CONCERN. PLEASE INDICATE
EMBASSY ESTIMATE OF NEED AND EFFECTIVENESS THIS TACTIC.
KISSINGER

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NNN

*** Current Handling Restrictions *** n/a
*** Current Classification *** LIMITED OFFICIAL USE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 28 JAN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: SmithRJ
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE018947
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/MEPD/CATKINS/CF
Enclosure: n/a
Executive Order: n/a
Errors: n/a
Film Number: D750030-0642
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750185/aaaagjxb.tel
Line Count: 82
Locator: TEXT ON MICROFILM, TEXT ON-LINE
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: SmithRJ
Review Comment: n/a
Review Content Flags:
Review Date: 02 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <02 JUN 2003 by ElyME>; APPROVED <07 OCT 2003 by SmithRJ>
Review Markings:

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US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> gwr 970930
Subject: ASPROPYRGOS REFINERY FOR: NORM BOUTON
TAGS: BEXP, GR
To: ATHENS
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006